

## Message Text

UNCLASSIFIED

PAGE 01 STATE 237190  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU  
APPROVED BY EB/OCA/CD:REDAY  
COM/BIC/CAGNE/PBHALE  
NEA/RA:DMORAN

-----008873 012059Z /73

R 011752Z OCT 77  
FM SECSTATE WASHDC  
TO AMEMBASSY ABU DHABI  
AMEMBASSY ALGIERS  
AMEMBASSY AMMAN  
USINT BAGHDAD  
AMEMBASSY CAIRO  
AMEMBASSY DAMASCUS  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY KUWAIT  
AMEMBASSY MUSCAT  
AMEMBASSY RABAT  
AMEMBASSY SANA  
AMEMBASSY TEHRAN  
AMEMBASSY TEL AVIV  
AMEMBASSY TRIPOLI

UNCLAS STATE 237190

E.O. 11652:N/A

TAGS: BENC, BENG, XF, XI

SUBJECT: CONTRACTING RULES, PRACTICES, AND BARGAINING  
TECHNIQUES

REF: STATE A-5966, 12/16/76; STATE 201631  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 237190

1. RETHINKING ON PUBLICATION OF SUBJECT STUDY HAS LED TO  
CONCLUSION THAT MONTH OR SO DELAY IS PRICE WORTH PAYING  
FOR POST'S REVIEW OF DRAFT. CONSEQUENTLY, C  
CONTRARY TO REFTTEL, USDOC IS SENDING DRAFT FOR EACH COUNTRY  
TO COMMERCIAL SECTION OF RESPECTIVE POSTS BY APO, IF  
AVAILABLE, OR BY AIR POUCH.

2. NOTE FROM LOUSTAUNAU WILL BE ATTACHED TO DRAFT AND COMMENTS IN MARGIN WILL INDICATE WHERE CLARIFICATION BY POSTS IS PARTICULARLY SOUGHT. HOWEVER, POST IS EXPECTED TO REVIEW ENTIRE DRAFT AND SEND COMMENTS BY TELEGRAM.

3. WOULD APPRECIATE RESPONSE BY TELEGRAM WITHIN THREE WEEKS OF DATE DRAFT IS MAILED FROM COMMERCE, SO PUBLICATION CAN GO TO PRINTER FIRST WEEK IN NOVEMBER. CHRISTOPHER

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 STATE 237190  
ORIGIN COME-00

INFO OCT-01 ISO-00 EB-08 /009 R

66011  
DRAFTED BY: COM/BIC/CAGNE/CLOUSTAUNAU  
APPROVED BY: EB/OCA/CD WERAU  
-----075535 122349Z /61  
R 121520Z OCT 77  
FM SECSTATE WASHDC  
TO AMEMBASSY TUNIS

UNCLAS STATE 237190

FOLLOWING REPEAT STATE 237190 ACTION ABU DHABI, ALGIERS, AMMAN, BAGHDAD, CAIRO, DAMASCUS, DOHA, JIDDA, KUWAIT, MUSCAT, RABAT, SANA, TEHRAN, TEL AVIV, TRIPOLI OCT 1.

QUOTE: UNCLAS STATE 237190

E.O. 11652: N/A  
TAGS: BENC, BENG, XF, XI  
SUBJECT: CONTRACTING RULES, PRACTICES, AND BARGAINING TECHNIQUES

REF: STATE A-5966, 12/16/76; STATE 201631

1. RETHINKING ON PUBLICATION OF SUBJECT STUDY HAS LED TO CONCLUSION THAT MONTH OR SO DELAY IS PRICE WORTH PAYING FOR POST'S REVIEW OF DRAFT. CONSEQUENTLY, CONTRARY TO REFTTEL, USDOC IS SENDING DRAFT FOR EACH COUNTRY TO COMMERCIAL SECTION OF RESPECTIVE POSTS BY APO, IF AVAILABLE, OR BY AIR POUCH.

2. NOTE FROM LOUSTAUNAU WILL BE ATTACHED TO DRAFT AND COMMENTS IN MARGIN WILL INDICATE WHERE CLARIFICATION BY POSTS IS PARTICULARLY SOUGHT, HOWEVER, POST IS EXPECTED UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 237190

TO REVIEW ENTIRE DRAFT AND SEND COMMENTS BY TELEGRAM.

3. WOULD APPRECIATE RESPONSE BY TELEGRAM WITHIN THREE WEEKS OF DATE DRAFT IS MAILED FROM COMMERCE, SO PUBLICATION CAN GO TO PRINTER FIRST WEEK IN NOVEMBER. CHRISTOPHER UNQUOTE VANCE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 01-Oct-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE237190  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/CAGNE/CLOUSTAUNAU  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770359-0564  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t197710104/aaaadkbp.tel  
**Line Count:** 132  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 07d23524-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE A-5966, 77 STATE 201631  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 30-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 746472  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CONTRACTING RULES, PRACTICES, AND BARGAINING TECHNIQUES  
**TAGS:** BENC, XF, XI  
**To:** ABU DHABI ALGIERS MULTIPLE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/07d23524-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009